

NEW YORK 477 Madison Ave New York, NY 10022 212-677-2500

SKYAD.COM

# Nantucket on 10th Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

# National & Global Exposure Nantucket on 10th

SKY Advertising is excited to present to Pacific Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to Nantucket on 10th.

Your strategic blueprint is composed of three layers: direct exposure to the Sotheby's auction house audience which includes some of the most affluent individuals on a global scale, strategic print media to cast a wide net and digital products that are highly targeted to individuals looking for high-end living in Del Mar. CA.

Approaching the marketing strategy from these different directions will help us to saturate your market in the most effective way, bringing deserved recognition to this unique and exciting property.

LET'S DO GREAT THINGS TOGETHER

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# Sotheby's Auction Magazine

# **SOTHEBY'S MAGAZINE**

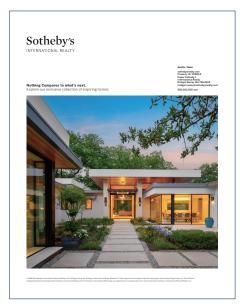
This large format magazine enriches readers with sophisticated content related to the art and real estate world. Sotheby's Magazine features editorial showcasing Sotheby's International Realty® listings.

- Distribution: 20,000
- Auction clients with \$50,000-\$5 million in transactions
- Distribution at all **70** Sotheby's offices around the world
- Distribution at Park Hyatt Hotels in 18 countries
- Distributed at high profile auction events in NY, London, Los Angeles and Hong Kong

FULL PAGE: \$3,640 HALF PAGE: \$1,820 QUARTER PAGE: \$910

Global







# SOTHEBY'S BESPOKE GEO-TARGETED EMAIL

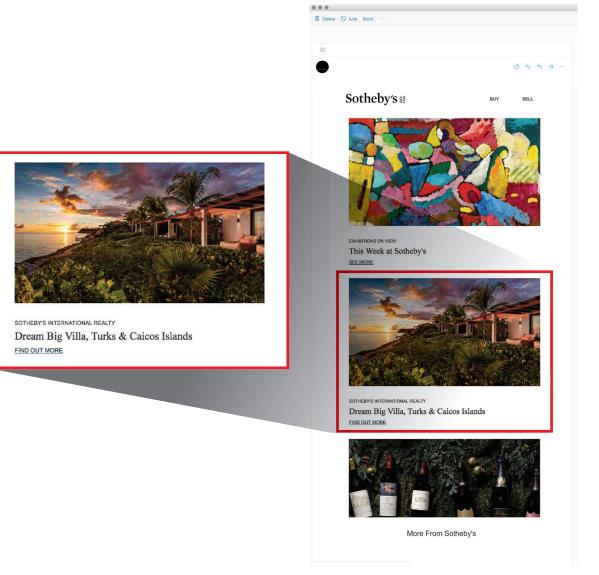
- Every Week
- 52x/Year
- Custom content, option to target users by location
- Audience selection by feeder market
- 35% open rate
- 25,000+ recipients

## **TARGETED AREAS**

[enter areas here]

California, Illinois, New York, Massachusetts, Florida

PRICE: \$2,500/DEPLOYMENT

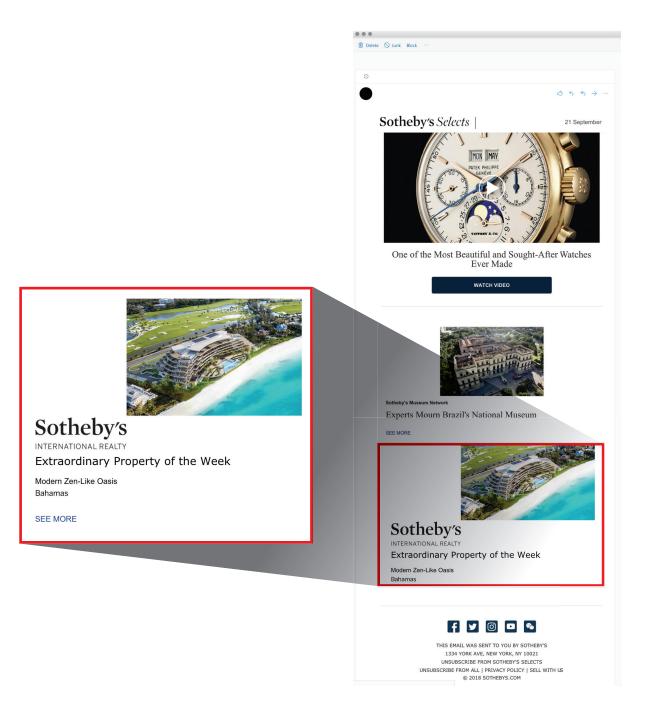


# SOTHEBY'S SELECTS E-NEWSLETTERS

- Every Friday
- 52x Year
- Highlights upcoming auction events
- 488,357+ recipients
- 34% average open rate

PRICE: \$2,350\*/DEPLOYMENT

\*Limited Availability



Digital Offerings



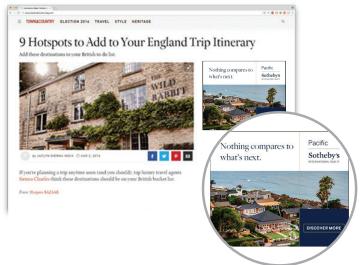
# Impressions Campaign

# CUSTOMIZABLE. AFFORDABLE. MEASURABLE.

The Impressions program is a customized banner advertising program with guaranteed impressions and click-throughs. With beautifully detailed property photos, your listing can be customized to showcase your property's unique selling features, allowing you to target by country, region, state, county or city and lifestyle.

Get the most out of your marketing dollars with affordable and measurable results that only a digital program can offer. Link directly to your property website, personal website or office website.

Impress locally. Impress globally.



## **CAMPAIGN OVERVIEW AND BUDGET**

- · Campaign: Nantucket on 10th
- Flight Dates: September 2023 December 2023
- Impressions: 1,500,000
- · Clicks through to the website of your choice.

250K Impressions per month: \$1,195 500K Impressions per month: \$1,625 1 Million Impressions per month: \$2,450

Three Month Minimum



Minimum 3 month commitment

# Impressions Program Targeting Sites

We identify the best sites to feature your property, and your ads appear only on your approved sites. The number of prominent, respected and relevant sites available is exceptional. We take care of the research to provide hand-selected and white-listed sites most relevant to your campaign.

## **GEO TARGETING**

We identify where potential buyers are found and use the information to identify the areas to geo-target. We can target locally to globally. **INVESTOR'S BUSINESS DAILY**°

**VOGUE** 

**EDECOR** 

THE WALL STREET JOURNAL.

ELLE

**Forbes** 

















# Creative

# SAMPLE BANNER ADS FOR IMPRESSIONS PROGRAM

We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

Ad Units: 970x250, 728x90, 300x600, 300x250, or custom sizes.

**BANNER PRODUCTION: \$350** 

Nothing compares to what's next.



Pacific Sotheby's

DISCOVER MORE





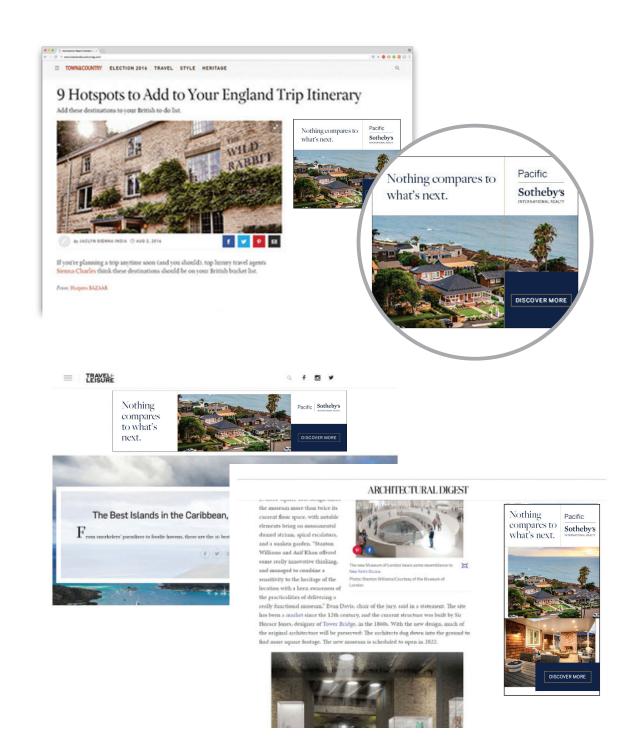
Nothing compares to what's next.

DISCOVER MORE





Sample
Banners For
Impressions
Programs As
They Appear
On Sites

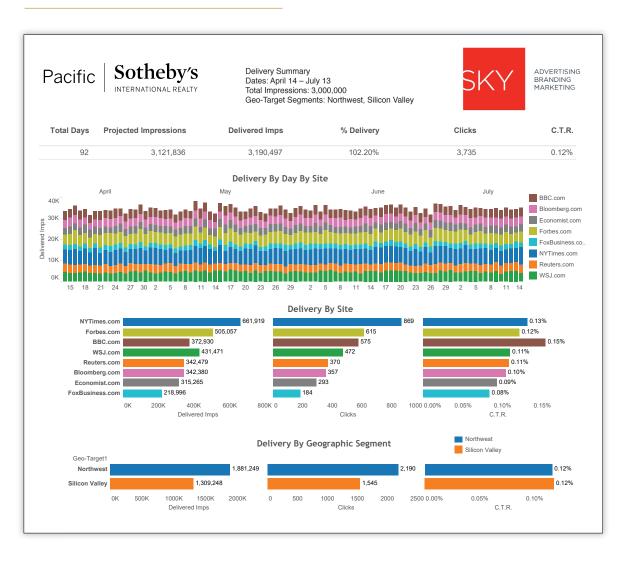


# Comprehensive Reporting For Your Customized Campaign

After the launch, we give you complete and comprehensive reporting for the duration of your campaign. We can also give 30 day reports for you to evaluate the effectiveness of your targeting and to adjust it

- We project the number of impressions (number of times the ad appears on each site) during your campaign.
- The number of impressions are broken down by number and site for the duration of the campaign.
- The delivery by site is broken down into delivered impressions, clicks and click-through rate. This allows you to see on what sites your ads are performing well and where there needs to be improvement. With this information we are able to adjust the campaign for maximum effectiveness.

# **IMPRESSIONS PROGRAM SAMPLE REPORT**



# Impressions Scheduling

After researching, we have put together an integrated program that targets a high-net-worth audience across San Francisco, Los Angeles (Malibu specifically), Chicago, New York, Boston, Miami, Hawaii.

The program, with a projected start date of September 15th and will run for three months and deliver an estimated 1,500,000 impressions.

## This will include:

- A Site-specific segment that allows us to reach a high-networth audience (Adults top 10% HHI), living in San Francisco, Los Angeles (Malibu specifically), Chicago, New York, Boston, Miami, and Hawaii in a premium editorial environment on top lifestyle, travel, design and business/ finance and news websites.
- A custom intent banner segment, that will allow us to show banners to adults in the top 10% HHI who are actively searching for Del Mar, Rancho Santa Fe, La Jolla, Dana Point and Carlsbad Real Estate and living in San Francisco, Los Angeles (Malibu specifically), Chicago, New York, Boston, Miami, and Hawaii.

## SITE SPECIFIC

This segment consists of premium global business/finance websites such as WSJ.com, LATimes.com, Bloomberg.com and more to extend the overall reach of the program.

## **BEHAVIORAL TARGETING**

We can target people on behavior first based on their online behavior (sites visited, content consumed and search activity). Since this segment targets behavior first, the banners could end up showing on any site across the web.

To ensure that the banners are seen in a premium environment, we have created a "whitelist" of sites. Ads will only show to people who have met our targeting criteria (behavior, income, and geo-target) on one of these sites. The site list includes top news, business, finance, sports, politics, and tech sites

# **MEASUREMENT**

Key metrics (KPI's) that will be tracked include impressions, clicks, click through rate (CTR), and (if tracking codes are installed on the landing page) Sessions, Pages Per Session, Average Time Spent, Conversions.

## REPORTING

We will provide monthly reporting that will summarize the KPI's (Key Performance Indicators) and provide optimization recommendations.



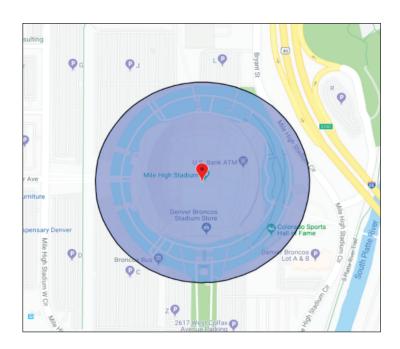
# Impressions Scheduling

Vogue.com  Elle.com  Elledecor.com  Sign	San Francisco, Los Angeles Malibu specifically), Chicago, New York, Boston, Miami, Hawaii	01	08	September 15	22	29	05	October 12	19	26 05	Novembr 12	19 19	26		09	16 16	23	Impressions
Vogue.com  Elle.com  Elledecor.com  ArchitecturalDigest.com  TravelandLeisure.com  CNTraveler.com	San Francisco, Los Angeles Malibu specifically), Chicago, New York, Boston, Miami,	01	08	15	22	29	05	12	19	26 05	12	19	26	02	09	16	23	Impressions
Elle.com  Elledecor.com  (M  ArchitecturalDigest.com  TravelandLeisure.com  CNTraveler.com	Malibu specifically), Chicago, New York, Boston, Miami,																	
Elledecor.com  ArchitecturalDigest.com  TravelandLeisure.com  CNTraveler.com	Malibu specifically), Chicago, New York, Boston, Miami,																	
ArchitecturalDigest.com  TravelandLeisure.com  CNTraveler.com	Malibu specifically), Chicago, New York, Boston, Miami,												-					
ArchitecturalDigest.com  TravelandLeisure.com  CNTraveler.com																		200,000
CNTraveler.com																		
Forbes.com																		
Forbes.com																		
	San Francisco, Los Angeles (Malibu specifically), Chicago, New York, Boston, Miami, Hawaii																	
Fortune.com																		
Investors.com																		
(M																		650,000
Reuters.com																		
CNBC.com																		
WSJ.com																		
Custom Intent - Del Mar area (M	San Francisco, Los Angeles Malibu specifically), Chicago, New York, Boston, Miami, Hawaii																	650,000
-													4					
										1			1					

# Digital Event Targeting

# GEOFENCE REACHES YOUR AUDIENCE ON THE MOVE

- **Event targeting** Target customers who attend specified events within a specific time frame.
- Custom audiences Target customers that are within or have recently visited a specific Geo-Fenced location.



# GEOFENCE SELECT LOCATIONS OR EVENTS AND THEN RETARGET THE AUDIENCE AFTER

# TARGET SPECIFIC EVENTS AND LOCATIONS

• From **\$1,500/month** 

# Comprehensive Digital

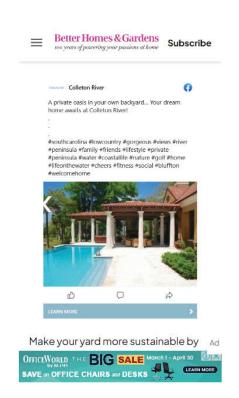
## **SOCIAL MIRROR ADS**

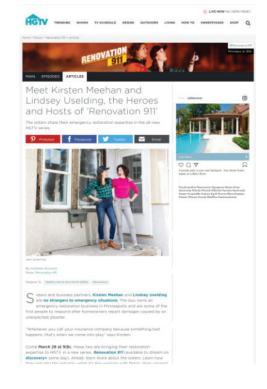
Social Mirror ads look like your social media display or video posts but appear on other websites and apps, linking back to the social media platform and your website, and run across all devices using our targeting strategies.

We are "mirroring" the exact look of your social post as an ad that runs on thousands of websites and apps, targeted just to the people you want to reach across all devices.

Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

Ads can be display, video, OTT across connected TVs or carousel.





## **TARGETING ABILITIES:**

- Behavioral Thousands of targeting categories including demographics, on-line and off-line behaviors, and interests.
- Keywords Target a list of up to 500 keywords related to your business, and show ads on the web pages where they appear.
- A.I. Targeting Show your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.
- **Retargeting** Following people after they leave your website and showing them your Social Mirror ad, on other websites and apps they go to, across all devices.
- Custom Audience Matching Target people on your list of emails, addresses, or phone numbers and show them Social Mirror ads when they browse websites and apps.

PRICE: STARTING AT \$1.500 PER MONTH

# Smart Solutions Eblast

Our team of email experts make your message stand out from your competition with compelling subject lines, engaging copy, powerful images and strategic deployment scheduling. Our campaigns are 100% responsive, meaning your message is optimized for all devices and email platforms in order to expand your reach and foster engagement with customers.

## **TARGETING**

Use high-quality data to reach new customers

## **DELIVERABILITY**

Make it to more customer's inboxes every time.

## **AUDIENCE**

Select High Income Zip Codes

Net Worth > \$13 Million

Household Income > \$500K

20,000 Total Emails

**CUSTOM EBLAST AND REMINDER EMAIL: \$2,275** 

# Sotheby's

Explore the latest luxury properties in the Bay Area

Among these buying opportunities: breathtaking opulence with floor-to-ceiling windows, and a vineyard paradise with panoramic views.

Schedule a private tour today.







## The Epitome of Luxury Bay Living

529 Vista Grande Court, Fremont, CA

\$8,998,000

The home you have been waiting for. Embrace the opulence of this 9,931 square foot enclave as you experience unmatched, breathtaking views of the entire Bay Area with floor-to-ceiling windows. Built with every executive amenity you could possibly need, this custom-built masterpiece spares no details.

View Proper







## Tuscan Vineyard Oasis in Mission Hills

44989 Vista Del Sol, Fremont, 6

\$7,998,000

Your very own custom casis awaits in the highly desirable Mission Hills. Enjoy 6, 132 square feet of extensive luxurious living space on 2.7 acres of paradise, including 2 acres of lovely Caberret vineyards, perfect for any wine connoisseur. Nearly every room in this magnificent home offers outstanding panoramic views of the high stage highly shap who probe, and the beautiful Mission Hills.

View Proper



Joseph Sabeh Jr.
DREs Ca/BRE# 01295925
Realtor
Venture Sotheby's International Realty
43513 Mission Boulevard
Fremont, CA 94539
(415) 385-6442

View Website

Thank you for being part of our mailing list.
You can use this link to stop receiving our emails.
Alternatively, mail your request to PO Box 34628, Seattle, WA 98124-1628

# Chicago Tribune

The Chicago Tribune helps Chicagoans, and those that love Chicago, stay connected to the stories and topics that affect this great city. Its award-winning stories range from an array of topics that matter most; including breaking news, politics, sports, culture, suburban coverage and engaging interactive features.

· Average Monthly Page Views: 36.6M

• Unique Monthly Visitors: 11.7M

## **CUSTOM EMAIL**

Email deployment to target audience featuring dedicated content.

Targeting options can include:

- Geography (zip code, DMA)
- Demographic (Age, Household Income, Interest)
- Home Intenders
- · First Time Homeowner
- Homeowner / Renter
- Property Type
- Home Value

CUSTOM EMAIL 50K: \$1,200 CUSTOM EMAIL 100K: \$1.950 CUSTOM EMAIL 150K: \$2.375





# Crain's New York Business

## **REAL ESTATE DAILY ENEWSLETTER**

Crain's New York Business is the trusted voice of the New York business community – connecting businesses across the five boroughs by providing analysis and opinion on how to navigate New York's complex business and political landscape.

# CRAINS HAS AN INFLUENTIAL AUDIENCE OF DECISIONMAKERS

- 78% are Top Management Professionals
- 60% are C-Suite Level Executives
- 41% serve on a Corporate or Non-Profit Board
- 87% influence Capital Expenditures, Leasing, or Purchasing

# REAL ESTATE DAILY E-NEWSLETTER

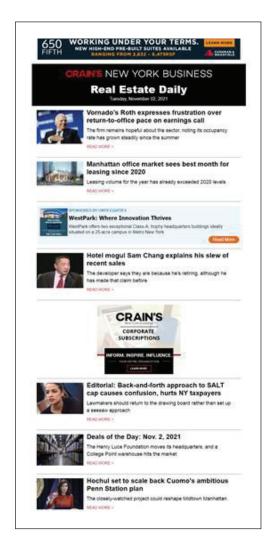
• Subscribers: 15,000

· Average Open Rate: 42%

• 33% SOV + 25K ROS display impressions

Featured Placement Property Listing

PRICE: \$3,150/WEEK (MON-FRI, 5 SENDS)





# Elite Traveler

Since its launch in 2001, Elite Traveler has been the market-leading guide and curator of the global luxury lifestyle of UHNW individuals. It is written and designed by an experienced team of editors in New York and London for the elusive global elite who live the private jet lifestyle, delivering expert perspectives, meaningful analysis and advice.

Elite Traveler.com is accessed globally across multiple platforms providing unique opportunities for alignment with luxury content.

- Average HHI \$7.9m
- Average Net Worth \$32m
- 318,661 Unique Browsers

ONLINE REAL ESTATE SHOWCASE: \$2,500/YEAR

Half price with full page print purchase



# Nob Hill Gazette

Nob Hill Gazette reaches the most affluent homes on the Peninsula & Silicon Valley reaching 7 of the top zip codes in the US.

- \$20,025,000 Average Net Worth
- \$2,170,000 Average Income
- 57% Percentage of Female Readers
- 41 Years Average Age

## **E-NEWSLETTER**

## ON THE MARKET

An exclusive promotional e-newsletter showcasing top residential listings with click-through to the property's own websites.

PRICE: \$500 PER LISTING

San Francisco, Peninsula and Silicon Valley



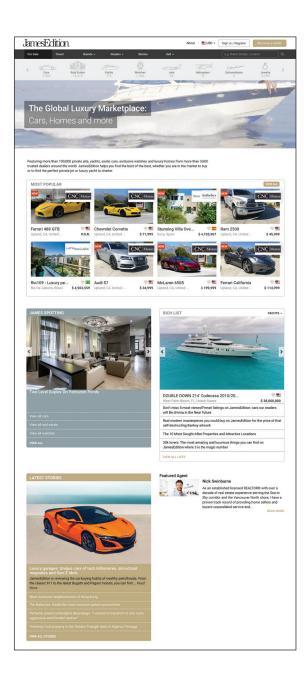
## **E-NEWSLETTER**

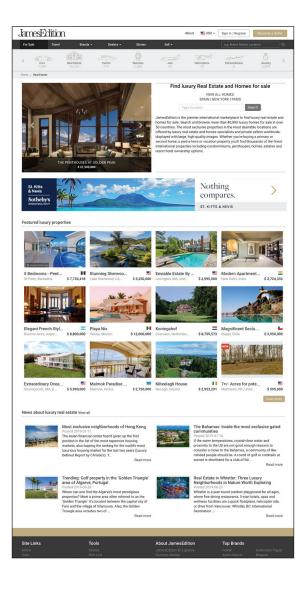
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

Upgrade your listings for increased visibility to capture the attention of the UHNW.

LISTING FEATURE: \$1.500





## **ROTATING GALLERY**

Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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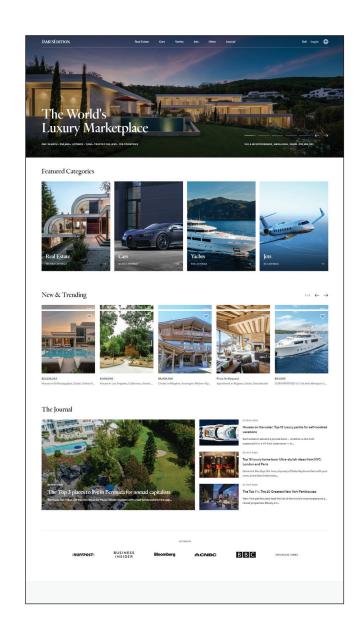
Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds. on the Home Page and the Real Estate Page

HOME PAGE

**FEATURED BANNER: \$2.000** 

**REAL ESTATE PAGE** 

FEATURED BANNER: \$1,600



# FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

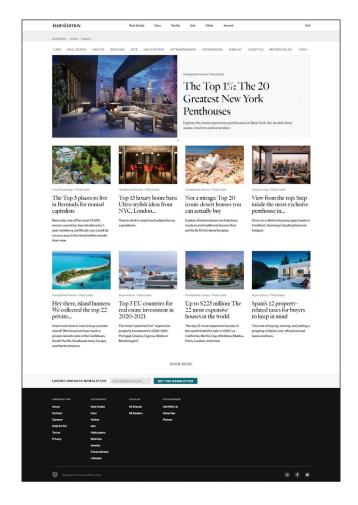
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

A Featured Story is an article published on the website. Articles are evergreen content. The average time that viewers spend on an article page exceeds 2 minutes indicating that article views come from the most loyal and engaged users.

Featured stories are both SEO optimized and given placements in the newsletter bringing an average, 2000-3500 views during its first month online.

Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in a Featured Story.

NEWSLETTER TOP & ARTICLE: \$ 5,500 NEWSLETTER TRENDING & ARTICLE: \$3,300



## **SOCIAL MEDIA POST**

Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide.

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With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

Showcase your office and properties and bring increased visibility to capture the attention of the UHNWwith a Social Post

- Instagram 74.8K
- Facebook 31.3K

## **PHOTO**

- 1 featured listing
- 1-5 photos
- Short caption
- Listing info box
- 1 tag on pictures & caption
- Link in bio

PHOTO: \$500

## **PHOTO PLUS**

- 1-5 featured listings
- 1-10 photos + text
- Long caption
- Listing info box
- 1-3 tags on pictures & caption
- Link in bio
- Repost on stories

f











## **VIDEO**

- 1-5 featured listings
- 5-30 seconds video
- Reels & TikTok format
- Short caption
- · Listing info box
- 1-3 tags on caption
- Link in bio

VIDEO: \$1,800

PHOTO PLUS: \$1,000 PHOTO PLUS

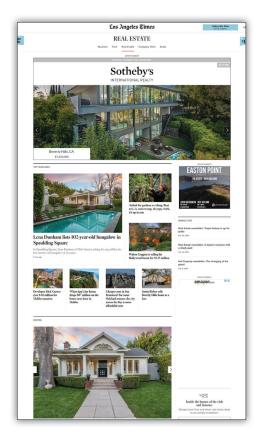
# LA Times

# LIGHTHOUSE FIXED POSITION HOT PROPERTY PAGE 100% SOV

Promote your property with a large banner placement on the top of the LATimes.com Real Estate, Home Page, Real Estate Content pages and ROS.

PRICE: \$325 MONTH

Maximum 30 featured properties
Included with the Hot Property Print Placement



# LA Times

# **CUSTOM EMAIL**

A stand-alone email message sent to LA Times registered users on behalf of your brand.

Whether you're trying to reach homeowners, buyers or sellers, target them by geo, demo, behavior, lifestyle or purchase intent.

Audience: 30K

PRICE: \$1,350/DEPLOYMENT

# Los Angeles Times

# Ocean Home

Ocean Home magazine showcases the best in luxury coastal design—from Caribbean bungalows to Malibu's modern masterpieces to Montauk's shoreline cottages to Palm Beach's Spanish Revival villas—and, in turn, celebrates the top architects, interior designers, and craftspeople creating these waterfront dream homes from coast to coast and beyond.

## **EXCLUSIVE EMAIL**

Sent weekly on Wednesday and Sundays to Ocean Home's discerning audience of high net worth coastal home owners and elite industry professionals.

PRICE: \$2,500



## SPONSORED CONTENT

Custom article written and created by our editors to showcase your company. Posted on oceanhomemag.com, your article will be tailored to meet your marketing objectives and highlight your unique brand and properties.

• 800-1,000 words + 4-6 images.

PRICE: \$2,500

## **SOCIAL MEDIA POST**

Target our dedicated friends and followers across Ocean Home social platforms. We will post your images and copy on our Facebook, Instagram and Twitter channels and leverage our brand to enhance your exposure and amplify engagement.

• 60,000+ Followers.

INSTAGRAM: \$700 FACEBOOK: \$600

FACEBOOK/INSTAGRAM AD: \$1,300 PER

MONTH



## FEATURED PROPERTY UPGRADES

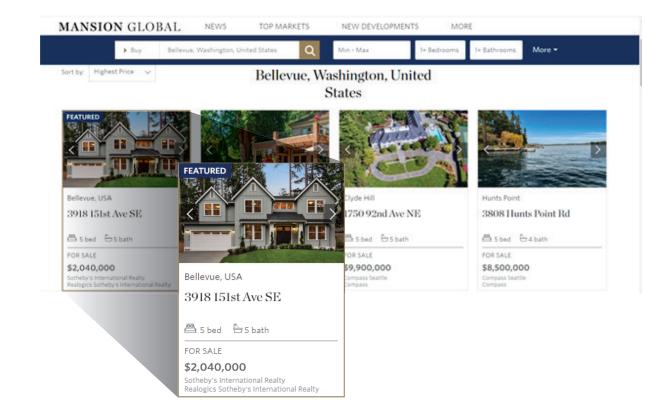
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

Multiple properties can be featured and will be rotated equally. Each property appears for one month. The window to redeem Property Upgrades is valid for one year after purchase.

10 PROPERTIES: \$1,200 25 PROPERTIES: \$2,070 100 PROPERTIES: \$5,500

Included with print placment





# MANSION GLOBAL HOMEPAGE HERO

With 3,000,000 affluent unique visitors on Mansion Global, the Homepage Hero immediately entices readers as the first listing seen on the Mansion Global homepage. It provides premium, full-page visibility and the best opportunity for your listing to reach the most qualified buyer

- **164,000** Unique Visitors
- 1.75% Click-Through Rate
- 2.5% Share of Voice
- Can rotate up to 5 properties

PRICE: \$2,150/MONTH OR \$2.650/W VIDEO

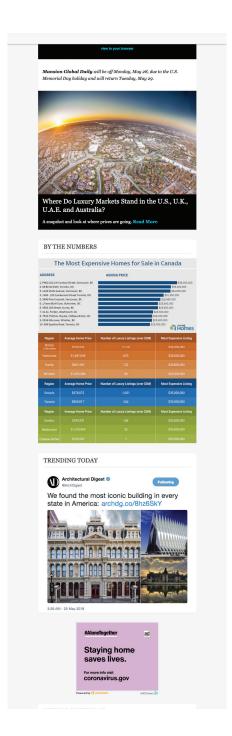




# MANSION GLOBAL DAILY (M-F) ENEWSLETTER

- 5 Drops Monday Friday
- 100% SOV
- 17,000 Opt in subscribers

PRICE: \$3,680



# **@MANSIONGLOBAL INSTAGRAM**

Leverage Mansion Global's growing Instagram presence with native Instagram posts that showcase their properties to an active, in-market social media audience.

• Followers: 76.2K

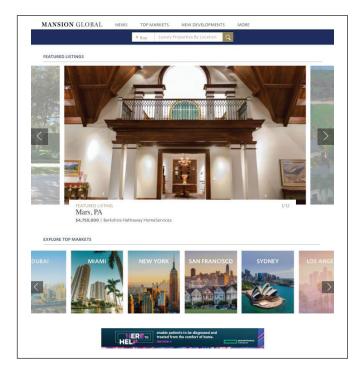
PRICE: \$1,775



# THE HOMEPAGE FEATURED LISTING

Module offers prominent positioning on the Mansion Global homepage and showcases listings regardless of region.

PRICE: \$1,275/MONTH



Print Offerings



# The Wall Street Journal

The Wall Street Journal represents credibility and influence and continues to be the leading environment for luxury real estate clients to connect with the world's most affluent home-buying audience. With new and exciting content alignment opportunities in "Mansion" WSJ's luxury real estate section, we are able to further strengthen our brand, expand visibility and deliver our message with more resounding results than ever before.

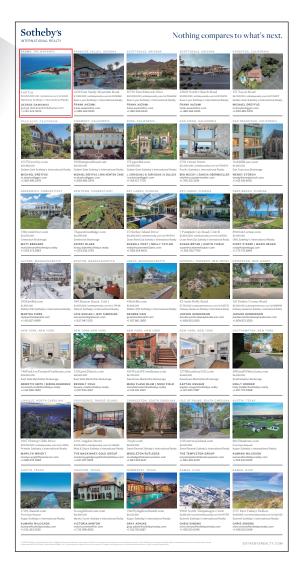
Circulation: 644,424
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217
Average age: 50

PRICE: \$650 SINGLE SPOT, COLOR

Includes Bonus 30 Day Digital -Featured Property Upgrade







## The New York Times

#### IN THE FRIDAY MAIN NEWS SECTION

The New York Times is widely recognized as the most influential news source for many of the world's most sophisticated and loyal readers. Today's Times is influential in more ways than ever, with sections devoted to everything from the arts and entertainment to sports and science, business and technology to dining and home design. The Main News section provides extensive coverage of the leading events and issues of the day, global and national. It features the editorial page and Op-Ed articles contributed by leaders in every field. The Main News section is the most well-read section and it sets the agenda for the most important news of the day. This is an essential environment to give your luxury properties the ultimate exposure.

• Circulation: 483,701

Male / Female ratio: 62.2% / 37.8%Average household income: \$381,464

• Median age: 45.2

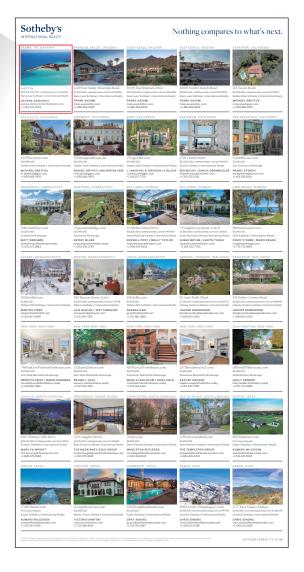
• Over one half have liquid assets valued at \$1 million+

• Over 1 in 4 have a household net worth of \$3 million

PRICE: \$710/SINGLE SPOT, COLOR







# The New York Times

#### THE SUNDAY REAL ESTATE

Through innovative journalism and captivating photography, video, and graphics, we aim to educate, delight, and inspire readers in their quest for the ultimate home or investment. This section is distributed in the New York Tri-State area each Sunday.

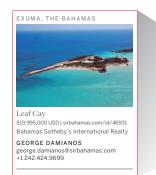
Circulation: 403,748Sunday: 972,774

• Male / Female ratio: 51% / 49%

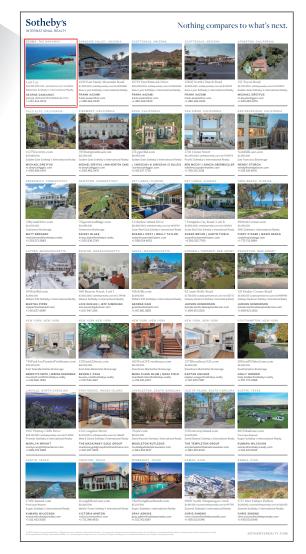
Median HHI: \$193,586Average HHI: \$359,826Median Age: 50

S

PRICE: \$710/SINGLE SPOT, SUNDAY, COLOR







## The New York Times Takeover

Promote your brand and properties in style with this 96 page tabloid insert devoted to Sotheby's International Realty and Delivered high-net worth zip codes.

Generous, full-page ad space on heavy, bright white paper ensures an elegant presentation and shelf life.

• Circulation: 160,000

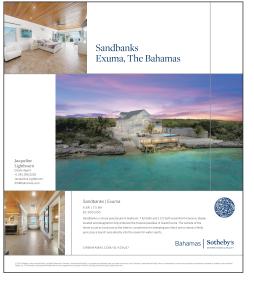
• Distribution: NYC Metro Area

PRICE: \$690 FULL PAGE, COLOR

**Includes Digital promotion and Digital Flipbook** 









### Boston Globe

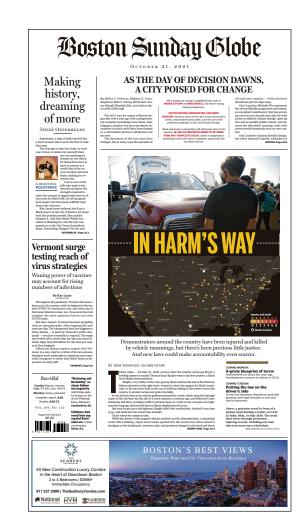
The Boston Globe, New England's largest news organization provides news, analysis and information about community events, sports and entertainment. The Globe provides in-depth coverage of the daily news around the world and throughout the nation and is a trusted source for the most up to date information. magazine features a front of book Home & Property department, a reader's go-to source for luxury home design inspiration and real estate news. Additionally, the back of each issue includes a Distinctive Properties department showcasing a collection of property listings and top agent information.

#### BOSTON GLOBE SUNDAY ADDRESS SECTION

With the friendliness of a wise neighbor, Address offers expert tips on buying, selling, design, home repair, and gardening, and the latest on the housing and rental markets. Plus, check out the recent sales to give you that edge at the bargaining table. Also look for the special expanded Spring and Fall House Hunt sections.

- Sunday Readership: **750,910**
- Average HHI: \$113,000
- Male/Female Ratio: 47% / 53%
- 37% of Sunday Globe readers have a net worth of \$1,000,000

PRICE: \$360 PER SPOT



## Architectural Digest Regional Pages

#### **INSPIRE AFFLUENT BUYERS**

With over 60 local and feeder market regions available with exclusive rates, you can reach these high-income, luxury buyers when they're inspired to buy.

Inspire the decisions and feed the fantasies of your potential buyers with a full-page, full-color ad in Architectural Digest.

#### **FULL PAGE, COLOR:**

• Circulation Per Region: up to 16,000

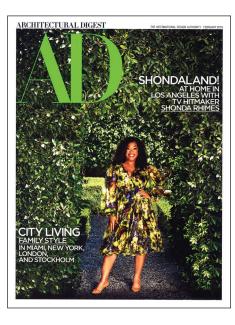
• Readership Per Region: up to 117,390

• Median Household Income: \$134,318

• Median Age: **54** 

• Male / Female: 46% / 54%

FULL PAGE, COLOR
LOS ANGELES/WEST LA: \$2.680









## Chicago Tribune Takeover

The Chicago Tribune engages readers with news, featured content, unmatched editorial, and advertising information via digital, print and e-Newspaper. Our daily and Sunday editions offer geographical targeted advertising opportunities for maximum visibility to hyper local.

Promote your brand and properties in style with this tabloid insert devoted to Sotheby's International Realty and delivered to high-net worth neighborhoods.

• Distribution: Chicago Metro Area

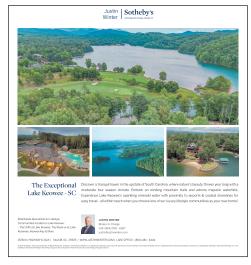
• Circulation: 150,000+

PRICE: \$685 FULL PAGE, COLOR

#### **Includes Digital Banner Promotion**











## Financial Times

The Financial Times showcases the finest residential properties on the market and provides sage advice to a discerning audience of high-end private owners, as well as investors, every Saturday in its stand-alone "House & Home" section. Targeting upscale readers who are passionate about home and living, this full-color supplement is the world's only weekly property and lifestyle section, which is internationally focused and globally-distributed every weekend.

• Circulation: 214,131

· Geographic distribution: Global

• Readership: 1,993,418

• Male / Female ratio: **86% / 14%** 

• Average household income: \$338,000

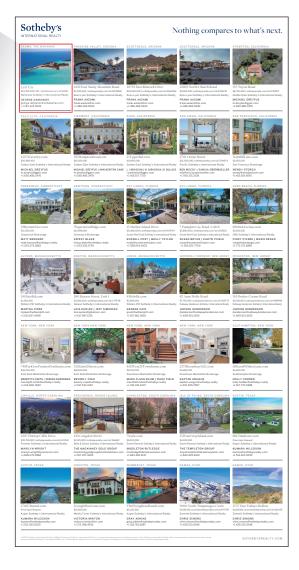
• Median age: 51

PRICE: \$730 PROPERTY SPOT, COLOR

Global





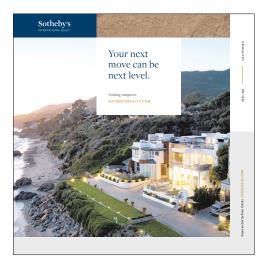


## Los Angeles Times Takeover

The Los Angeles Times takeover is an exclusive, full-color Sotheby's International Realty outsert that is placed on top of the Los Angeles times on select Saturdays to coincide with the weekly Hot Properties section.

- LA Times Saturday readers are over 3x more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- 74% are business decision makers more likely to be CEOs, Presidents or VPs.
- **32%** of readers are more likely to own a second home or real estate property.
- Full Page color ad using Sotheby's International Realty Design Vault template
- · Western Los Angeles coverage
- Saturday Print Circulation: 56,000
- Saturday e-edition subscribers: 164,780

FULL PAGE: \$610









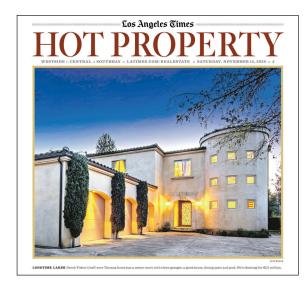
## Los Angeles Times Hot Property And Digital

#### LOS ANGELES TIMES HOT PROPERTY

Lighthouse

The Los Angeles Times weekly Hot Property section features the most up-to-date real estate news — including Hot Property (celebrity transactions), neighborhood spotlights, buying/selling tips, home décor and improvement trends.

- LA Times Saturday readers are over 3x more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- 74% are business decision makers more likely to be CEOs, Presidents or VPs.
- 32% of readers are more likely to own a second home or real estate property.
- Saturday Print Circulation: **56,000**
- e-Edition subscribers: 164,780



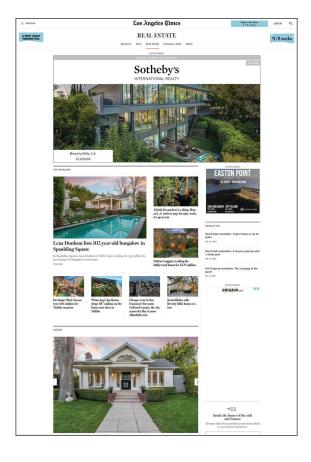
#### LA TIMES DIGITAL LIGHTHOUSE

The Sotheby's International Realty LA Times Digital Lighthouse showcases 27-30 properties monthly and owns 100% SOV at the top of the LA Times Real Estate section.

· Avg Monthly Impressions: 1.7 Million

PRICE: \$390/SPOT

Full color with 30 day Lighthouse Placement



## Ocean Home Magazine

#### THE LUXURY COASTAL LIFESTYLE PUBLICATION

Ocean Home is an award-winning coastal lifestyle magazine dedicated to inspiring and educating readers with in-depth articles on exclusive homes and designers, insightful, first-person reports on luxurious resorts and informative stories on must-have products and accessories.

Every issue of Ocean Home inspires and educates highly affluent readers about the world's most exceptional oceanfront architecture, interior design, exclusive resorts and luxury lifestyle.

- · High Net Worth Coastal Homeowners
- Luxury Hotels & Resorts
- Private Jets & Luxury Aircraft

#### **Demographics**

Distribution: **50,000**Total Audience: **135,000** 

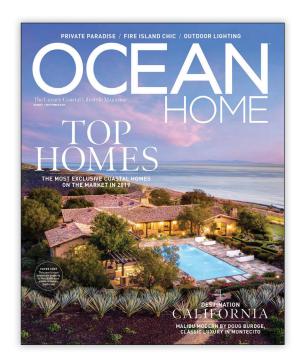
Geographic breakdown: United States coastal areas,

Canada, CaribbeanAverage age: 51

Male / Female: 49% / 51%
Average HHI: \$2,400,000
Net Worth: \$9,600,000

• Primary Residence value: \$4,900,000

CampusEstateAndVineyards.com
\$18,500,000
St. Helena Brokerage
ARTHUR D. GOODRICH
arthur, goodrich@sothebys.realty +1 415,735,8779





FULL PAGE + DIGITAL BANNERS: \$2,500

## Robb Report

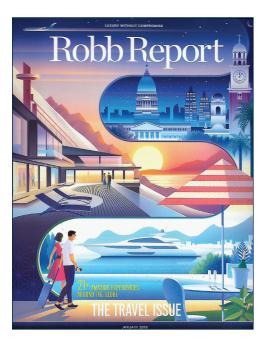
Robb Report is luxury without compromise, attracting a discerning audience with a shared appreciation and desire for quality, artisanship, heritage, fine design, and exclusivity. With its fingers on the pulse of the latest superlative products and experiences that today's modern consumers seek, Robb Report is synonymous around the world with affluence, luxury, and the best of the best.

Audience: 324,000Average Age: B

Male / Female Ratio: 79/21Average HHI: \$484,000Average HNW: \$2,800,000

PROPERTY SPOT, COLOR: \$830

Global









Schedule, Pricing & Reach



## Proposed Schedule, Pricing & Reach 2023

	Ad Description	Ser	otember	Oc	tober	No	vember	De	ember	Me	dia Total
otheby's Auction House: Print											
otheby's Magazine	Quarter Page							\$	910.00	\$	910.00
theby's Auction House: Digital											
theby's Bespoke Geo-Targeted En										_	
	California, Illinois, New York, Massa	Ş	2,500.00					_		\$	2,500.00
theby's Selects Enewsletter	Sotheby's Selects Enewsletter							\$	2,350.00	\$	2,350.00
gital											
llion Impressions*											
illion Impressions	Digital Banner Program	\$	1,625.00		1,625.00		1,625.00			\$	4,875.00
Iillion Impressions	Targeting - San Francisco, Los Angel	es , C	Chicago, Nev	w Yo	rk, Boston,	Mia	mi, Hawaii				
omprehensive Digital											
cial Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00			\$	4,500.00
eofencing - Event and Location											
eofencing - Event and Location	Target specific events and locations			\$	1,500.00					\$	1,500.00
nart Solutions Eblast										_	
nart Solutions Eblast	Custom Email			\$	2,295.00					\$	2,295.00
te Traveler	Out to Built False Charles				62.1	-00					2 500 00
line Real Estate Showcase	Online Real Estate Showcase				\$2,	500				\$	2,500.00
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	n OTM On the Market eNewsletter	\$	500.00	Ş	500.00	Ş	500.00			\$	1,500.00
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Newsletter	e-Newsletter			ć	1 000 00	\$	1,500.00			\$	1,500.00
cial Media	Listing Feature			\$	1,000.00					\$	1,000.00
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ansion Global Instagram	Mansion Global Instagram					\$	1,775.00			Ş	1,775.00
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	Custom E-Mail	,	1 200 00	\$	2,500.00					\$	
cebook/Instagram Ad ain's New York Business	Facebook/Instagram Ad	\$	1,300.00							Ş	1,300.00
ain's New York Business	Daily E-Newsletter M-F			\$	3,150.00					\$	3,150.00
icago Tribune	Daily L-INEWSIELLEI IVI-I			ڔ	3,130.00					٦	3,130.00
icago Tribune	Custom Email 100k	\$	1,950.00							\$	1,950.00
rint											
e Wall Street Journal							650.00				
	Property Spot w/Digital Featured Pr	\$	650.00	\$	650.00	\$	050.00			\$	1,950.00
ne Wall Street Journal - National	Property Spot w/Digital Featured Pr	\$	650.00	\$	650.00	\$	030.00			\$	1,950.00
ne Wall Street Journal ne Wall Street Journal - National ne New York Times ne New York Times	Property Spot w/Digital Featured Pr Property Spot - Weekday/Saturday		650.00 710.00		650.00 710.00		710.00			\$	1,950.00 2,130.00
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e Wall Street Journal - National e New York Times e New York Times e New York Times	Property Spot - Weekday/Saturday							\$	710.00	\$	2,130.00
te Wall Street Journal - National te New York Times te New York Times te New York Times te New York Times Takeover	Property Spot - Weekday/Saturday Property Spot - Sunday Full page w/ Digital promotion	\$	710.00 690.00	\$		\$	710.00	\$	710.00	\$ \$ \$	2,130.00 710.00
e Wall Street Journal - National e New York Times e New York Times e New York Times e New York Times Takeover ston Globe	Property Spot - Weekday/Saturday Property Spot - Sunday Full page w/ Digital promotion	\$	710.00	\$		\$	710.00	\$	710.00	\$ \$	2,130.00 710.00
e Wall Street Journal - National e New York Times e New York Times e New York Times e New York Times Takeover ston Globe ston Globe	Property Spot - Weekday/Saturday Property Spot - Sunday Full page w/ Digital promotion	\$	710.00 690.00	\$	710.00	\$	710.00 690.00	\$	710.00	\$ \$ \$	2,130.00 710.00 1,380.00 1,080.00
e Wall Street Journal - National e New York Times e New York Times e New York Times e New York Times to New York Times Takeover ston Globe ston Globe icago Tribune	Property Spot - Weekday/Saturday Property Spot - Sunday Full page w/ Digital promotion	\$	710.00 690.00	\$	710.00	\$	710.00 690.00	\$	710.00	\$ \$ \$	2,130.00 710.00 1,380.00
e Wall Street Journal - National e New York Times e New York Times e New York Times e New York Times Takeover ston Globe ston Globe icago Tribune icago Tribune	Property Spot - Weekday/Saturday Property Spot - Sunday Full page w/ Digital promotion Property Spot House Hunt Section Takeover	\$	710.00 690.00	\$	710.00	\$	710.00 690.00	\$	710.00	\$ \$ \$	2,130.00 710.00 1,380.00 1,080.00
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ne Wall Street Journal - National ne New York Times Takeover soston Globe sicago Tribune nicago Tri	Property Spot - Weekday/Saturday Property Spot - Sunday Full page w/ Digital promotion Property Spot House Hunt Section Takeover ges Full Page Property Spot Hot Property - listing + digital lighth Takeover Full page + Digital Banners	\$ \$ \$	710.00 690.00 360.00	\$ \$ \$	710.00 360.00 685.00	\$ \$	710.00 690.00 360.00	\$ \$	2,680.00 390.00 2,500.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,130.00 710.00 1,380.00 1,080.00 685.00 2,680.00 2,190.00 780.00 1,220.00
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## Proposed Schedule, Pricing & Reach 2023

Plan 2											
Media	Ad Description	Sep	tember	Oct	tober	No	vember	Dec	ember	Me	edia Total
Sotheby's Auction House: Print											
otheby's Magazine	Quarter Page							\$	910.00	\$	910.00
theby's Auction House: Digital											
theby's Bespoke Geo-Targeted Em											
theby's Bespoke Geo-Targeted Em	California, Illinois, New York, Massa	\$	2,500.00							\$	2,500.00
igital											
illion Impressions*											
illion Impressions	Digital Banner Program			\$	1,625.00		1,625.00			\$	4,875.00
illion Impressions	Targeting - San Francisco, Los Angel	es , Cl	nicago, Ne	w Yo	rk, Boston,	Mia	mi, Hawaii				
omprehensive Digital	Debates Coston assessed	_	4 500 00	,	4 500 00	,	4 500 00			_	4 500 00
ocial Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00			\$	4,500.00
nart Solutions Eblast nart Solutions Eblast	Custom Email			\$	2 205 00					\$	2,295.00
te Traveler	Custom Email			Ş	2,295.00					Ş	2,293.00
nline Real Estate Showcase	Online Real Estate Showcase				\$2,	-00				\$	2,500.00
b Hill Gazette	Offilite Real Estate Showcase				<i>\$2,</i> :	500				Ş	2,300.00
ob Hill Gazette San Francisco, Penir	OTM On the Market eNewsletter	\$	500.00	\$	500.00	Ś	500.00			\$	1,500.00
mesEdition	2 on the manter circustetter	Ÿ	555.00	Ý	550.00	,	550.00			Ý	1,500.00
Newsletter	e-Newsletter					\$	1,500.00			\$	1,500.00
cial Media	Listing Feature			\$	1,000.00		,			\$	1,000.00
Times	5				,						,
hthouse Fixed Position - Hot Prope	Lighthouse Fixed Position - Hot Prop	erty I	Page	Bor	nus	\$	325.00	Bon	us	\$	325.00
stom Email	Custom Email	\$	1,350.00							\$	1,350.00
SJ.com											
operty upgrades	Property upgrades	Bonu		Bor	nus	Во	nus			\$	-
	Mansion Global Homepage Feature	\$	1,275.00							\$	1,275.00
nsion Global Instagram	Mansion Global Instagram					\$	1,775.00			\$	1,775.00
ean Home											
cebook Post	Facebook Post			\$	575.00					\$	575.00
agram Post	Instagram Post	\$	1,300.00	\$	700.00					\$ \$	700.00 1,300.00
ebook/Instagram Ad in's New York Business	Facebook/Instagram Ad	Ş	1,300.00							Þ	1,300.00
in's New York Business	Daily E-Newsletter M-F			\$	3,150.00					Ś	3,150.00
cago Tribune	Daily E Newsletter Will			y	3,130.00					y	3,130.00
cago Tribune	Custom Email 50k	\$	1,200.00							\$	1,200.00
		*	_,							*	_,
nt											
Wall Street Journal											
e Wall Street Journal - National	Property Spot w/Digital Featured Pi	\$	650.00	\$	650.00	\$	650.00			\$	1,950.00
New York Times											
New York Times	Property Spot - Weekday/Saturday			\$	710.00					\$	710.00
New York Times	Property Spot - Sunday							\$	710.00	\$	710.00
New York Times Takeover	Full page w/ Digital promotion	\$	690.00			\$	690.00			\$	1,380.00
ston Globe											
ton Globe	Property Spot House Hunt Section	\$	360.00	\$	360.00	\$	360.00			\$	1,080.00
ago Tribune	Telegraph			,	COF 00					_	605.00
ago Tribune	Takeover			\$	685.00					\$	685.00
de Nast Magazines Regional Pag								ć	2,680.00	ć	2 600 00
itectural Digest - LA - West LA ncial Times	Full Page							\$	∠,080.00	\$	2,680.00
incial Times incial Times	Property Spot	\$	730.00	\$	730.00	¢	730.00			\$	2,190.00
Los Angeles Times	roperty spot	ب	/ 30.00	ڔ	730.00	ڔ	730.00			ږ	2,130.00
Los Angeles Times	Hot Property - listing + digital lightho	OUSE		\$	390.00			\$	390.00	\$	780.00
Los Angeles Times	Takeover	\$	610.00	Y	550.50	\$	610.00	Y	330.30	\$	1,220.00
b Report		-	5.00			-	0.00			7	_,0.00
ob Report	Property Spot							\$	830.00	\$	830.00
•											
TAL										\$	47,445.00
	gram may be adjusted after evaluation	on of	budget an	d str	ategy						
ing Subject to Change	* *		-								

Pricing Subject to Change

# Proposed Schedule, Pricing & Reach 2023

Иedia	Ad Description	Se	ptember	00	tober	No	vember	Dece	mber	Med	ia Total
Sotheby's Auction House: Digital											
otheby's Bespoke Geo-Targeted Em	n: Email										
otheby's Bespoke Geo-Targeted Em	n California, Illinois, New York, Massa	a \$	2,500.00							\$	2,500.00
igital											
Million Impressions*											
Million Impressions	Digital Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00			\$	3,585.00
Million Impressions	Targeting - San Francisco, Los Ange	les , (	Chicago, Ne	w Yo	ork, Boston,	Miar	ni, Hawaii				
Comprehensive Digital											
ocial Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00			\$	4,500.00
lob Hill Gazette											
	n OTM On the Market eNewsletter	\$	500.00	\$	500.00	\$	500.00			\$	1,500.00
amesEdition											
ocial Media	Listing Feature			\$	500.00					\$	500.00
A Times											
	e Lighthouse Fixed Position - Hot Pro			Во	nus	\$	325.00	Bonu	S	\$	325.00
ustom Email	Custom Email	\$	1,350.00							\$	1,350.00
/SJ.com											
roperty upgrades	Property upgrades		nus	Во	nus	Bor	nus			\$	-
· ·	d Mansion Global Homepage Feature	\$	1,275.00							\$	1,275.00
cean Home											
acebook/Instagram Ad	Facebook/Instagram Ad	\$	1,300.00							\$	1,300.00
rain's New York Business											
ain's New York Business	Daily E-Newsletter M-F			\$	3,150.00					\$	3,150.00
icago Tribune											
icago Tribune	Custom Email 50k	\$	1,200.00							\$	1,200.00
rint											
e Wall Street Journal											
ne Wall Street Journal - National	Property Spot w/Digital Featured P	r \$	650.00	\$	650.00	\$	650.00			\$	1,950.00
ne New York Times	. , , , , , , , , , , , , , , , , , , ,										,
ne New York Times	Property Spot - Weekday/Saturday			\$	710.00					\$	710.00
he New York Times	Property Spot - Sunday							\$	710.00	\$	710.00
ne New York Times Takeover	Full page w/ Digital promotion	\$	690.00			\$	690.00			\$	1,380.00
oston Globe											
oston Globe	Property Spot House Hunt Section	\$	360.00	\$	360.00	\$	360.00			\$	1,080.00
icago Tribune											
icago Tribune	Takeover			\$	685.00					\$	685.00
nancial Times											
nancial Times	Property Spot	\$	730.00			\$	730.00			\$	1,460.00
e Los Angeles Times											
e Los Angeles Times	Hot Property - listing + digital lighth	nouse		\$	390.00			\$	390.00	\$	780.00
ne Los Angeles Times	Takeover	\$	610.00			\$	610.00			\$	1,220.00
obb Report											
obb Report	Property Spot							\$	830.00	\$	830.00
obb ricport											
obb Report											
OTAL .										\$	31,990.00

Pricing Subject to Change